

STATE OF SOUTH CAROLINA

(Caption of Case)

Application of FTC Diversified Services, Inc. for a
Certificate of Public Convenience and Necessity to
Provide Local Exchange and Exchange Access
Service to Customers in the State of South Carolina
and for Alternative Regulation of Interexchange
Telephone

BEFORE THE
PUBLIC SERVICE COMMISSION
OF SOUTH CAROLINA

COVER SHEET

DOCKET

NUMBER: 2009 - 202 - C

(Please type or print)

Submitted by: William E. DuRant, Jr.

SC Bar Number: 1808

Address: 10 Law Range

Telephone: 803-774-1000

Sumter, SC 29150

Fax: 803-774-1005

Other: _____

Email: gdurant@legaloff.net

NOTE: The cover sheet and information contained herein neither replaces nor supplements the filing and service of pleadings or other papers as required by law. This form is required for use by the Public Service Commission of South Carolina for the purpose of docketing and must be filled out completely.

DOCKETING INFORMATION (Check all that apply)

☐ Emergency Relief demanded in petition ☐ Request for item to be placed on Commission's Agenda expeditiously

☐ Other: _____

INDUSTRY (Check one)	NATURE OF ACTION (Check all that apply)		
<input type="checkbox"/> Electric	<input checked="" type="checkbox"/> Affidavit	<input type="checkbox"/> Letter	<input type="checkbox"/> Request
<input type="checkbox"/> Electric/Gas	<input type="checkbox"/> Agreement	<input type="checkbox"/> Memorandum	<input type="checkbox"/> Request for Certification
<input type="checkbox"/> Electric/Telecommunications	<input type="checkbox"/> Answer	<input type="checkbox"/> Motion	<input type="checkbox"/> Request for Investigation
<input type="checkbox"/> Electric/Water	<input type="checkbox"/> Appellate Review	<input type="checkbox"/> Objection	<input type="checkbox"/> Resale Agreement
<input type="checkbox"/> Electric/Water/Telecom.	<input type="checkbox"/> Application	<input type="checkbox"/> Petition	<input type="checkbox"/> Resale Amendment
<input type="checkbox"/> Electric/Water/Sewer	<input type="checkbox"/> Brief	<input type="checkbox"/> Petition for Reconsideration	<input type="checkbox"/> Reservation Letter
<input type="checkbox"/> Gas	<input checked="" type="checkbox"/> Certificate	<input type="checkbox"/> Petition for Rulemaking	<input type="checkbox"/> Response
<input type="checkbox"/> Railroad	<input type="checkbox"/> Comments	<input type="checkbox"/> Petition for Rule to Show Cause	<input type="checkbox"/> Response to Discovery
<input type="checkbox"/> Sewer	<input type="checkbox"/> Complaint	<input type="checkbox"/> Petition to Intervene	<input type="checkbox"/> Return to Petition
<input checked="" type="checkbox"/> Telecommunications	<input type="checkbox"/> Consent Order	<input type="checkbox"/> Petition to Intervene Out of Time	<input type="checkbox"/> Stipulation
<input type="checkbox"/> Transportation	<input type="checkbox"/> Discovery	<input checked="" type="checkbox"/> Prefiled Testimony	<input type="checkbox"/> Subpoena
<input type="checkbox"/> Water	<input type="checkbox"/> Exhibit	<input type="checkbox"/> Promotion	<input type="checkbox"/> Tariff
<input type="checkbox"/> Water/Sewer	<input type="checkbox"/> Expedited Consideration	<input type="checkbox"/> Proposed Order	<input type="checkbox"/> Other:
<input type="checkbox"/> Administrative Matter	<input type="checkbox"/> Interconnection Agreement	<input type="checkbox"/> Protest	
<input type="checkbox"/> Other:	<input type="checkbox"/> Interconnection Amendment	<input type="checkbox"/> Publisher's Affidavit	
	<input type="checkbox"/> Late-Filed Exhibit	<input type="checkbox"/> Report	

BEFORE
THE PUBLIC SERVICE COMMISSION OF
SOUTH CAROLINA
DOCKET NO. 2009-202-C

RECEIVED
PUBLIC SERVICE
COMMISSION
SOUTH CAROLINA
JUL 15 2009

IN RE:

Application of FTC Diversified Services,)
Inc. for a Certificate of Public Convenience)
and Necessity to Provide Local Exchange)
and Exchange Access Service to Customers)
Throughout the State of South Carolina and)
for Alternative Regulation of Interexchange)
Services.)
_____)

DIRECT TESTIMONY OF
GUY D. ADAMS, JR.

I. Introduction

Q. Please state your name and business address.

A. My name is Guy D. Adams, Jr. My business address is 1101 East Main Street, Kingstree,
South Carolina 29556.

Q. By whom are you employed and in what capacity?

A. I am the Chief Operating Officer of FTC Diversified Services, Inc.

Q. Please give a brief description of your background and experience in business and telecommunications.

A. Twenty-two years of telecommunications experience including serving as FTC's District
Manager, FTC Cooperative Marketing Manager, and, in the last eleven years, service as
Chief Operating Officer of FTC Diversified Services, Inc.

Q. What is the purpose of your testimony?

A. The purpose of my testimony is to describe the nature of FTC Diversified Services, Inc.
proposed service offering within the State of South Carolina, and to demonstrate its

1 financial, managerial, and technical ability to provide the telecommunications services
2 for which authority is sought herein.

3 **Q. Do you wish to incorporate by reference any documents into your testimony?**

4 A. Yes. I wish to incorporate by reference the underlying Application filed in this
5 proceeding and a Stipulation reached with the Intervenor, the South Carolina Telephone
6 Coalition (SCTC) pursuant to which SCTC agreed not to oppose the granting to FTC
7 Diversified Services, Inc. a statewide Certificate of Public Convenience and Necessity.

8 **II. The Business of FTC Diversified Services, Inc.**

9 **Q. Is FTC Diversified Services, Inc. registered to do business in South Carolina?**

10 A. Yes. FTC Diversified Services, Inc. is a South Carolina corporation that has previously
11 been issued a certificate of public convenience and necessity by this Commission by its
12 Order dated November 20, 1998, Order No. 98-927 in Docket No. 98-489-C transferring
13 unto FTC Diversified Services, Inc. the certificate of its sister company, FTC
14 Communications, Inc. By Order No. 2001-255 issued in Docket No. 2000-567-C, the
15 Commission expanded FTC Diversified Services, Inc.'s authority authorizing FTC
16 Diversified Services, Inc. to provide local exchange and exchange access service to
17 customers located in and around the Town of Hemingway. The authority was granted to
18 FTC Diversified Services, Inc. upon a finding by the Commission that FTC Diversified
19 Services, Inc. has the technical, financial, and managerial resources sufficient to provide
20 local exchange and exchange access service within the State of South Carolina, and that
21 FTC Diversified Services, Inc. met all other requirements of certification.

22 **Q. Please describe the services FTC Diversified Services, Inc. intends to provide within**
23 **the State of South Carolina.**

1 A. FTC Diversified Services, Inc. proposes to use expanded authority to offer its services
2 statewide to all customers located within the State of South Carolina where appropriate.
3 FTC Diversified Services, Inc. will provide the same service, under the same terms and
4 conditions, to customers located in the expanded area as it is currently providing to
5 customers in its presently certificated service area. FTC Diversified Services, Inc. will
6 file tariff revisions reflecting the new service area and the applicable rates upon
7 Commission approval of its Application.

8 **Q. What facilities carrier will FTC Diversified Services, Inc. utilize for providing**
9 **services in South Carolina?**

10 A. FTC Diversified Services, Inc. intends to provide local exchange service to customers
11 located in local exchange carriers' service areas of South Carolina. Should its
12 Application be granted, FTC Diversified Services, Inc. plans to commence offering
13 service immediately via its own facilities, resale or unbundled leased elements. FTC
14 Diversified Services, Inc. is an established competitive local exchange carrier in South
15 Carolina. Provision of service by FTC Diversified Services, Inc. in the requested service
16 area will enhance competition in the State of South Carolina by offering additional
17 service options and high service quality to South Carolina telecommunication users.

18 **Q. Does FTC Diversified Services, Inc. intend to provide interexchange services under**
19 **a tariff filed with the Commission?**

20 A. Yes. With regard to its interexchange services, FTC Diversified Services, Inc. proposes
21 that its interexchange business service offerings, consumer card services, and operator
22 service tariffs not be required to state maximum rate levels and that such tariff filings be
23 presumed valid upon filing with the understanding that the Commission has the right

1 within seven (7) days to establish an investigation of the tariff filing. This plan is
2 consistent with the policy and procedures set out and described in Order Nos. 98-1734
3 and 96-55 in Docket No. 95-661-C. FTC Diversified Services, Inc. is currently under
4 flexible regulation, as provided under Order No. 1999-840 in Docket No. 98-127-C.

5 **Q. Will FTC Diversified Services, Inc. comply with the Commission's rules,**
6 **regulations, standards and orders regarding the provision of local services?**

7 A. Yes. FTC Diversified Services, Inc. will at all times provide and market services in
8 accordance with current Commission policies. As demonstrated in FTC Diversified
9 Services, Inc.'s prior certification proceeding, and as demonstrated by FTC Diversified
10 Services, Inc.'s service history and the Annual Reports that are filed with the
11 Commission and the Office of Regulatory Staff by FTC Diversified Services, Inc. on an
12 annual basis, FTC Diversified Services, Inc. has the technical, managerial, and financial
13 resources necessary to provide service in the requested areas and will provide services
14 that meet the service standards of the Commission. FTC Diversified Services, Inc.'s
15 provision of service will not adversely impact the availability of affordable local
16 exchange service, and will not otherwise adversely impact the public interest.

17 **III. Managerial, Technical and Financial Qualifications**

18 **Q. Does FTC Diversified Services, Inc. have sufficient managerial, technical, and**
19 **financial resources and ability to provide the telecommunications services proposed**
20 **in its Application?**

21 A. Yes, FTC Diversified Services, Inc. has sufficient technical, financial, and managerial
22 resources and ability to provide the telecommunications services for which authority is
23 sought in its Application. FTC Diversified Services, Inc.'s personnel resources represent

1 a broad spectrum of business and technical disciplines, possessing many years of
2 individual and aggregate telecommunications experience in its service area in the State of
3 South Carolina.

4 The qualifications and experience of FTC Diversified Services, Inc. are matters with
5 which the Commission has had years of experience since it issued FTC Diversified
6 Services, Inc. a Certificate of Public Convenience in 1998 and FTC Diversified Services,
7 Inc. will continue to offer service to the public consistent with the standards of the
8 industry and rules, regulations, and orders of this Commission.

9 **Q. What will FTC Diversified Services, Inc. provide in the way of customer service?**

10 A. Customer service representatives are available to assist its customers and will promptly
11 respond to all customer inquiries. FTC Diversified Services, Inc. has established and
12 published toll free or local numbers which will be printed on customers' monthly billing
13 statements as well as service representatives' support in various offices throughout its
14 service area presently, including its district offices in Kingstree and Sumter, South
15 Carolina at:

16	FTC Diversified Services, Inc.	FTC Diversified Services, Inc.
17	ATTN: Customer Service	ATTN: Customer Service
18	1101 E. Main Street	631 N. Pike West
19	Kingstree, South Carolina 29556	Sumter, South Carolina 29150

20
21 **Q. Please describe the financial condition of FTC Diversified Services, Inc.**

22 A. The financial condition of FTC Diversified Services, Inc. is fairly reflected in its current
23 filings with this Commission and will support its ability to provide services in the
24 expanded areas sought herein.

IV. Public Interest

Q. Will residents of South Carolina benefit from FTC Diversified Services, Inc.'s services in South Carolina?

A. Yes. However, pursuant to the Stipulation with SCTC, FTC Diversified Services, Inc. does not seek a finding of this Commission as to whether competition is in the public interest.

Q. Has FTC Diversified Services, Inc. ever been the subject of an investigation by any state Regulatory body or by the FCC?

A. No.

Q. Will FTC Diversified Services, Inc. agree to abide by and comply with the Commission's Rules and Regulations and Commission Orders in its operations in South Carolina?

A. Yes.

Q. The Stipulation with the South Carolina Telephone Coalition which has been filed in these proceedings creates certain conditions which may impact FTC Diversified Services, Inc.'s ability to provide service in rural areas of South Carolina served by incumbent local exchange carriers. Will FTC Diversified Services, Inc. abide by these conditions?

A. Yes and FTC Diversified Services, Inc. accepts the Stipulation as a Commission qualification of its grant of its Application.

Q. Does this conclude your testimony?

1 A. Yes. I would like to thank the Commission for this opportunity to provide information
2 relevant to FTC Diversified Services, Inc.'s Application and am ready to provide any
3 additional information that the Commission may need in making its decision.

BEFORE
THE PUBLIC SERVICE COMMISSION OF
SOUTH CAROLINA
DOCKET NO. 2009-202-C

IN RE:

Application of FTC Diversified Services,)
Inc. for a Certificate of Public Convenience)
and Necessity to Provide Local Exchange)
and Exchange Access Service to Customers)
Throughout the State of South Carolina and)
for Alternative Regulation of Interexchange)
Services.)
_____)

AFFIDAVIT OF
GUY D. ADAMS, JR.

I, Guy D. Adams, Jr., under penalty of perjury, affirm and state this 15TH day of July, 2009:

1. My name is Guy D. Adams, Jr. I am the Chief Operating Officer of FTC Diversified Services, Inc. My office is located at 1101 E. Main Street, Kingstree, South Carolina 29556.
2. Attached hereto and made a part hereof for all purposes is my Direct Testimony on behalf of FTC Diversified Services, Inc., having been prepared in written form for introduction into evidence in the above-captioned docket.
3. I have knowledge of the matters set forth therein. I hereby affirm that my answers contained in the attached testimony to the questions propounded, including any attachment thereto, are true and accurate to the best of my knowledge, information and belief.

SWORN to before me this 15TH
day of July, 2009.

W. E. D. D. S. (L.S.)
NOTARY PUBLIC FOR SOUTH CAROLINA

My Commission Expires: Aug. 5, 2015

Guy D. Adams, Jr.
Guy D. Adams, Jr.

BEFORE
THE PUBLIC SERVICE COMMISSION OF
SOUTH CAROLINA

DOCKET NO. 2009-202-C_

IN RE:

Application of FTC Diversified Services,)
Inc. for a Certificate of Public Convenience)
and Necessity to Provide Local Exchange)
and Exchange Access Service to Customers)
in the State of South Carolina and for)
Alternative Regulation of Interexchange)
Telephone Services.)
_____)

RECEIVED
2009 JUL 16 PM 3:18
PUBLIC SERVICE
COMMISSION

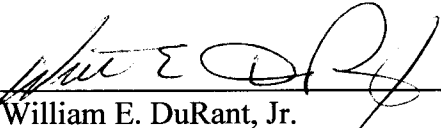
CERTIFICATE OF SERVICE

The undersigned does hereby certify that he has served below listed parties with a copy of the document indicated below by mailing a copy of same to them in the United States Mail, by regular mail, with sufficient postage affixed thereto and return address clearly marked on the date indicated below:

PARTIES SERVED: C. Lessie Hammonds, Esquire
 Office of Regulatory Staff
 1401 Main Street, Suite 900
 Columbia, SC 29201

 M. John Bowen, Jr., Esquire
 Margaret M. Fox, Esquire
 Sue-Ann Gerald Shannon, Esquire
 McNAIR LAW FIRM, P.A.
 Columbia, SC 29211

PLEADING: Direct Testimony of Guy D. Adams, Jr.
 Affidavit of Guy D. Adams, Jr.



William E. DuRant, Jr.
SCHWARTZ, McLEOD, DuRANT & JORDAN
10 Law Range
Sumter, South Carolina 29150
Telephone: (803) 774-1000
Facsimile: (803) 774-1005
Email: gdurant@legaloff.net
Attorneys for FTC Diversified Services, Inc.

July 15, 2009